

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
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R 071540Z JUL 77
FM AMEMBASSY BERLIN
TO USDOC WASHDC
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UNCLAS SECTION 1 OF 2 BERLIN 6426

USDOC FOR BEWT FOR OEWTD/STECHSHULTE AND WEISS, OEWCA/JENKINS

E.O. 11652: N/A
TAGS: BEXP, GE
SUBJECT: GDR PRESENTS LIST OF SUGGESTED TECHNICAL SALES SEMINAR
SUBJECTS

REF: BERLIN 6405

SUMMARY: THE GDR HAS SUBMITTED A DETAILED LIST OF
TECHNICAL SALES SEMINAR SUBJECTS FOR US CONSIDERATION.
WHILE SOME SUBJECTS WILL PRESENT PROBLEMS, THE LIST
IS A CONSTRUCTIVE MOVE BY THE GDR, WITH COMMERCIAL
SIGNIFICANCE BEYOND THE SEMINARS. THE LIST ITSELF IS
INCLUDED IN THIS TELEGRAM. END SUMMARY.

1. LIST OF SUBJECTS OF INTEREST TO GDR IN THE
CONTEXT OF THE TECHNICAL SALES SEMINAR (TSS) PROGRAM
WAS PRESENTED TO EMBOFF BY GOELDNER, CHAMBER OF FOREIGN
TRADE, AT EMBASSY'S JULY 4TH RECEPTION. THE LIST IS
UNPRECEDENTED IN DETAIL AND REPRESENTS A CLEAR GDR
INTEREST IN THE TSS APPROACH, AND IN MOVING FORWARD
IN COMMERCIAL RELATIONS, NOT EVIDENT IN CONVERSATIONS
REPORTED REFTEL. THE LIST IS HEAVY ON ADVANCED
TECHNOLOGY AND MANY OF ITS ITEMS COULD WELL INVOLVE
EXPORT CONTROL QUESTIONS OR COULD BE NON-STARTERS FROM
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THE STANDPOINT OF THE COMMERCIAL INTERESTS OF US
INDUSTRY.

2. THE LIST NEVERTHELESS CONTAINS ELEMENTS OF
A SERIOUS ATTEMPT TO RESPOND IN A CONSTRUCTIVE FASHION
TO US DESIRES TO STAGE MEANINGFUL TRADE PROMOTION EVENTS
IN EAST GERMANY; AND WE URGE THAT FUTURE US TRADE

PROMOTION PROPOSALS EXPLICITLY ACKNOWLEDGE THE EXISTENCE OF THE GDR LIST, WHICH THE EAST GERMANS PROBABLY NOW CONSIDER THE CENTERPIECE OF THEIR DIALOGUE WITH US ON TRADE PROMOTION. THE VALUE OF THE LIST, OUTSIDE THE TSS FRAMEWORK, TO US INDUSTRY WOULD SEEM FAIRLY GREAT; AND WE HOPE COMMERCE WILL BE ABLE TO COMMUNICATE THE TRADE LEADS IT REPRESENTS IN AN EQUITABLE FASHION TO THE PRIVATE SECTOR, WITHOUT, HOWEVER DIRECT PUBLICITY OF A SORT THAT MIGHT DIMINISH FUTURE GDR WILLINGNESS TO EXPRESS ITSELF UNAMBIGUOUSLY ON IMPORT NEEDS.

3. THE FOLLOWING IS AN INFORMAL EMBASSY TRANSLATION OF LIST:

"TOPICS FOR PRESENTATIONS:

(A) CHEMISTRY

-OPTIMAL ORGANIZATION OF MANUFACTURING TECHNOLOGY WITH RESPECT TO ENERGY USAGE AND THE ECONOMIC USE OF RAW MATERIALS IN OLEFIN CHEMISTRY AS, FOR EXAMPLE, IN EXTRACTION AND POLYMERIZATION PROCESSES IN RECURRING MANUFACTURING STEPS.

-APPLICATION OF MODERN PROCEDURES IN THE PRODUCTION OF AROMATICS FROM OIL DISTILLATES.
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- NEW FINDINGS AND PROCDDURES IN THE PROD-
UCTION OF PLASTIC AND ELASTIC MATERIALS, INCLUDING THE PRODUCTION OF MODIFIED SYNTHETIC FIBERS.

(B) FOUNDRY TECHNOLOGY

- NEW TECHNOLOGY FOR THE MELTING OF CAST IRON WITH THE INSERTION OF REDUCING COKE THROUGH THE SECONDARY REINSERTION OF AIR.

- MACHINES AND PLANTS FOR THE PRODUCTION OF A CASTING MATERIAL MIXTURES WITHOUT UNIVERSAL APPLICATION TO VARIOUS BINDING SYSTEMS.

(C) WELDING TECHNOLOGY

- EXPERIENCE AND FINDINGS IN THE INTRO-
DUCTION OF MODERN HIGH-PERFORMANCE WELDING MATERIALS.

- MODERN ADHESIVE TECHNIQUES AND ADHESIVES FOR THE BINDING OF METAL TO METAL, METAL TO PLASTIC,

AND PLASTIC TO PLASTIC.

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(D) CONVEYER TECHNOLOGY

- INTRODUCTION OF HIGH-STRENGTH STEELS IN
THE CONSTRUCTION OF LIFTING EQUIPMENT.

- NEW FINDINGS IN THE AREA OF AUTOMATION
OF IN-PLANT TRANSPORTATION AND WAREHOUSING.

(E) METALLURGY

- EQUIPMENT FOR THE MANUFACTURE OF NON-
FERROUS, SEMI-FINISHED MATERIALS, AS, FOR EXAMPLE, MILLING
EQUIPMENT FOR COPPER AND BRASS.

- NEW FINDINGS IN THE AREA OF ROLLING-MILL
EQUIPMENT, AS WELL AS EXTRUSION PRESSES AND
HYDRAULIC EXTRUSION PRESSES FOR LIGHT METALS.

(F) CONSTRUCTION ENGINEERING

- NEW FINDINGS AND EXPERIENCES IN THE AREA
OF NEW, MODERN BUILDING MATERIALS, AND COMBINATIONS OF
BUILDING MATERIALS, WHICH MAY BE APPLIED IN THE BUILDING
INDUSTRIES.

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(G) AGRICULTURE

- MODERN FINDINGS AND PROCEDURES IN THE BREEDING OF CATTLE AND SWINE AS, FOR EXAMPLE, IN THE CROSSING OF BEEF CATTLE AND IN HYBRID SWINE PRODUCTION.

- BIOLOGICAL AND BIO-TECHNICAL PROCEDURES OF ANIMAL PROPAGATION.

- INTRODUCTION OF ENZYMES AND EDIBLE YEAST GROWN FROM PETROLEUM DERIVATIVES, IN LIVESTOCK NOURISHMENT TO SPEED-UP THE FATTENING OF ANIMALS.

(H) MACHINE TOOL INDUSTRY

- EXPERIENCE AND MODERN TECHNOLOGY IN THE AREA OF PRECISION-FINISHING PROCESSES IN METAL WORKING.

- FINDINGS AND EXPERIENCES IN THE ECONOMICAL APPLICATION OF MODERN METAL FORMING TECHNOLOGY.

(I) ELECTRICAL ENGINEERING

- PRODUCTION TECHNOLOGY (EQUIPMENT AND PROCESSES) FOR THE SEMI-CONDUCTOR PRODUCTION, INCLUDING DEVELOPMENT OF HIGHLY INTEGRATED SWITCHING NETWORKS, TEMPLATE FINISHING, AS WELL AS MEASURING AND TESTING TECHNOLOGY.

- APPLICATION OF CAD AND CAM (NOTE: ACRONYMS FROM GERMAN TEXT) IN INDUSTRIAL PROJECT DESIGN IN, FOR EXAMPLE, ROLLING MILLS, CEMENT PLANTS AND POWER INSTALLATIONS.
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- MODERN EQUIPMENT AND TECHNOLOGY FOR THE PRODUCTION OF SUB-ASSEMBLIES IN AUTOMATICALLY-CONTROLLED PRODUCTION FACILITIES, FOR INDIVIDUAL OR SMALL-LOT PRODUCTION.

(J) OTHER AREAS

- MODERN TECHNOLOGY AND RECOVERY PROCEDURES FOR THE PROCESSING OF SECONDARY RAW MATERIALS IN THE CHEMICAL INDUSTRY, THE CONSTRUCTION INDUSTRY, THE GLASS AND CERAMIC INDUSTRY, AND IN THE RECYCLING OF INDUSTRIAL AND MUNICIPAL WASTES.

- NEW PROCEDURES AND PROCESSES FOR
THE RECOVERY OF MINERAL RAW MATERIALS FROM LOW-QUALITY
DEPOSITS, AS, FOR EXAMPLE, ALUMINUM, COPPER AND
OTHERS, INCLUDING ACCOMPANYING TRACE ELEMENTS." POLANSKY

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